



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES  
**DIVISION OF PROCUREMENT SERVICES**  
 STATE OF MAINE

## PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

*INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services intranet site (Forms page) for additional instructions.*

PART I: OVERVIEW				
Department Office/Division/Program:		MaineDOT, Project Development		
Department Contract Administrator or Grant Coordinator:		Nicholas Dutil		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)		\$ 295,000	Advantage CT / RQS #:	
CONTRACT	Proposed Start Date:	4/25/2024	Proposed End Date:	7/9/2027 <small>Click or tap to enter a date.</small>
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Keystone Precision Solutions, Allentown, PA		
Brief Description of Goods/Services/Grant:		Trimble MX9 Demo Unit Mobile Lidar Package		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
<input type="checkbox"/>	A. Competitive Process	<input type="checkbox"/>	G. Grant
<input type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. University Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

### PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

MaineDOT began utilizing mobile Lidar technology in 2019, and has since hired four different consultants to collect data on over 220 projects covering 825 miles of highway corridor. Because we currently rely solely on consultants for data collection, we're at their mercy in terms of collection schedules, which consistently results in delays in the project design process. Purchasing our own equipment would not only reduce data collection costs, but would allow MaineDOT to meet the ever-increasing scheduling demands of the growing number of projects that we are being assigned.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

Keystone Precision Solutions (KPS) is a qualified and long-time vendor of Trimble equipment for MaineDOT, having supplied Trimble surveying equipment and maintenance since 2007.

KSP has presented MaineDOT with a unique situation to purchase a demo Trimble MX9 scanner. The MX9 is no longer in production, and KSP has secured one of the few remaining used units, while also securing an extended warranty from Trimble. It is necessary that MaineDOT purchase this via single source methods, or else we will miss out on a relatively rare opportunity. Should we lose this purchasing opportunity by not being able to single source purchase, we will not be able to purchase a scanner of equivalent price and value, as no "new" scanner at this quality and price point currently exists on the market.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

Keystone is offering MaineDOT the ability to purchase this Trimble MX9 Demo unit, of which very few are available. The MX9 retailed for \$750,000 when new, and has since been replaced with the MX90 (which also retails for \$750,000). KPS negotiated with Trimble on MaineDOT's behalf to extend the warranty on this demo unit package to three years, a \$52,000 benefit at no cost to MaineDOT. There is currently no other mobile Lidar package available that both integrates with MaineDOT's Trimble equipment fleet and meets the performance and price point that is being offered with this MX9 demo unit.

4. Describe the plan for future competition for the goods or services.

This MX9 demo unit being sold by KSP comes with a Trimble backed 3-year warranty. Our plan is to use this equipment for the full duration of this three-year period, and then to continue to use the equipment for as long as it can reliably remain in service. When the equipment eventually needs to be replaced, MaineDOT will utilize procurement services' competitive bid processes to ensure that we get suitable replacement equipment at the best possible price.

**PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)**

Does this request utilize ARPA/MJRP funds?

 Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s). Yes, ARPA funds (025) – If Yes, please be aware of the requirements from awarding federal agencies. No – If No, proceed to Part V.**PART V: APPROVALS**

The signatures below indicate approval of this procurement request.

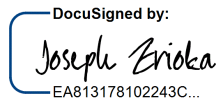
Signature of requesting  
Department's Commissioner  
(or designee):

Typed Name:

William Pulver, C.O.O.

Date:

5/15/2024

Signature of DAFS  
Procurement Official:DocuSigned by:  
  
EA813178102243C...

Typed Name:

Joseph Zrioka Director of IT Procurement

Date:

5/20/2024